√ = Denotes Entered ON "G" Drive

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 24660 | ASSOCIATED WHOL INC | Sum of Salem FF King | 25 | 17xx √ |
| | | Sum of Salem FF 100 | 25 | |
| | | Sum of Salem Lt King | 25 | |
| | | Sum of Salem Lt 100 | 25 | |
| | | Sum of Number of Displays per store | 11 | |
| 24660 Sum of Salem FF King | | | 25 | |
| 24660 Sum of Salem FF 100 | | | 25 | |
| 24660 Sum of Salem Lt King | | | 25 | |
| 24660 Sum of Salem Lt 100 | | | 25 | |
| 24660 Sum of Number of Displays per store | | | 11 | |
| 26300 | AUER & COMPANY | Sum of Salem FF King | 46 | 16xx-14 (AZ) = 60 √ |
| | | Sum of Salem FF 100 | 46 | |
| | | Sum of Salem Lt King | 46 | |
| | | Sum of Salem Lt 100 | 46 | |
| | | Sum of Number of Displays per store | 20 | |
| 26300 Sum of Salem FF King | | | 46 | |
| 26300 Sum of Salem FF 100 | | | 46 | |
| 26300 Sum of Salem Lt King | | | 46 | |
| 26300 Sum of Salem Lt 100 | | | 46 | |
| 26300 Sum of Number of Displays per store | | | 20 | |
| 57840 | BLAIR CANDY COMPANY | Sum of Salem FF King | 3 | 17xx √ |
| | | Sum of Salem FF 100 | 3 | |
| | | Sum of Salem Lt King | 3 | |
| | | Sum of Salem Lt 100 | 3 | |
| | | Sum of Number of Displays per store | 1 | |
| 57840 Sum of Salem FF King | | | 3 | |
| 57840 Sum of Salem FF 100 | | | 3 | |
| 57840 Sum of Salem Lt King | | | 3 | |
| 57840 Sum of Salem Lt 100 | | | 3 | |
| 57840 Sum of Number of Displays per store | | | 1 | |
| 62131 | MILLER DISTRIB. INC. | Sum of Salem FF King | 11 | 17xx √ |
| | | Sum of Salem FF 100 | 11 | |
| | | Sum of Salem Lt King | 11 | |
| | | Sum of Salem Lt 100 | 11 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| | | Sum of Number of Displays per store | 4 | |
| 62131 Sum of Salem FF King | | | 11 | |
| 62131 Sum of Salem FF 100 | | | 11 | |
| 62131 Sum of Salem Lt King | | | 11 | |
| 62131 Sum of Salem Lt 100 | | | 11 | |
| 62131 Sum of Number of Displays per store | | | 4 | |
| 81120 | BUFFALO TOBACCO PRO | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 11 | |
| 81120 Sum of Salem FF King | | | 30 | |
| 81120 Sum of Salem FF 100 | | | 30 | |
| 81120 Sum of Salem Lt King | | | 30 | |
| 81120 Sum of Salem Lt 100 | | | 30 | |
| 81120 Sum of Number of Displays per store | | | 11 | |
| 88080 | J. A. CALDERON CO. | Sum of Salem FF King | 60 | 16xx ✓ |
| | | Sum of Salem FF 100 | 60 | |
| | | Sum of Salem Lt King | 60 | |
| | | Sum of Salem Lt 100 | 60 | |
| | | Sum of Number of Displays per store | 28 | |
| 88080 Sum of Salem FF King | | | 60 | |
| 88080 Sum of Salem FF 100 | | | 60 | |
| 88080 Sum of Salem Lt King | | | 60 | |
| 88080 Sum of Salem Lt 100 | | | 60 | |
| 88080 Sum of Number of Displays per store | | | 28 | |
| 91800 | CAPITAL CANDY CO INC | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 10 | |
| 91800 Sum of Salem FF King | | | 30 | |
| 91800 Sum of Salem FF 100 | | | 30 | |
| 91800 Sum of Salem Lt King | | | 30 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 91800 Sum of Salem Lt 100 | | | 30 | |
| 91800 Sum of Number of Displays per store | | | 10 | |
| 94931 | MID VALLEY CANDY | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 16 | |
| 94931 Sum of Salem FF King | | | 30 | |
| 94931 Sum of Salem FF 100 | | | 30 | |
| 94931 Sum of Salem Lt King | | | 30 | |
| 94931 Sum of Salem Lt 100 | | | 30 | |
| 94931 Sum of Number of Displays per store | | | 16 | |
| 130560 | COOPER BOOTH WHSL | Sum of Salem FF King | 31 | 17xx ✓ |
| | | Sum of Salem FF 100 | 31 | |
| | | Sum of Salem Lt King | 31 | |
| | | Sum of Salem Lt 100 | 31 | |
| | | Sum of Number of Displays per store | 13 | |
| 130560 Sum of Salem FF King | | | 31 | |
| 130560 Sum of Salem FF 100 | | | 31 | |
| 130560 Sum of Salem Lt King | | | 31 | |
| 130560 Sum of Salem Lt 100 | | | 31 | |
| 130560 Sum of Number of Displays per store | | | 13 | |
| 151300 | W. A. DEHART | Sum of Salem FF King | 20 | 17xx ✓ |
| | | Sum of Salem FF 100 | 20 | |
| | | Sum of Salem Lt King | 20 | |
| | | Sum of Salem Lt 100 | 20 | |
| | | Sum of Number of Displays per store | 10 | |
| 151300 Sum of Salem FF King | | | 20 | |
| 151300 Sum of Salem FF 100 | | | 20 | |
| 151300 Sum of Salem Lt King | | | 20 | |
| 151300 Sum of Salem Lt 100 | | | 20 | |
| 151300 Sum of Number of Displays per store | | | 10 | |
| 154180 | DERIGO SALES, INC | Sum of Salem FF King | 82 | 16xx +8 (AZ) = 90 ✓ |
| | | Sum of Salem FF 100 | 82 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| | | Sum of Salem Lt King | 82 | |
| | | Sum of Salem Lt 100 | 82 | |
| | | Sum of Number of Displays per store | 39 | |
| 154180 Sum of Salem FF King | | | 82 | |
| 154180 Sum of Salem FF 100 | | | 82 | |
| 154180 Sum of Salem Lt King | | | 82 | |
| 154180 Sum of Salem Lt 100 | | | 82 | |
| 154180 Sum of Number of Displays per store | | | 39 | |
| 160600 | DONAHUE TOBACCO CO | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 19 | |
| 160600 Sum of Salem FF King | | | 30 | |
| 160600 Sum of Salem FF 100 | | | 30 | |
| 160600 Sum of Salem Lt King | | | 30 | |
| 160600 Sum of Salem Lt 100 | | | 30 | |
| 160600 Sum of Number of Displays per store | | | 19 | |
| 161600 | DORWARD WHOLESALE I | Sum of Salem FF King | 5 | 13xx ✓ |
| | | Sum of Salem FF 100 | 5 | |
| | | Sum of Salem Lt King | 5 | |
| | | Sum of Salem Lt 100 | 5 | |
| | | Sum of Number of Displays per store | 3 | |
| 161600 Sum of Salem FF King | | | 5 | |
| 161600 Sum of Salem FF 100 | | | 5 | |
| 161600 Sum of Salem Lt King | | | 5 | |
| 161600 Sum of Salem Lt 100 | | | 5 | |
| 161600 Sum of Number of Displays per store | | | 3 | |
| 162800 | N.DRESSLER T/A KLEIN | Sum of Salem FF King | 113 | 16xx ✓ |
| | | Sum of Salem FF 100 | 113 | |
| | | Sum of Salem Lt King | 113 | |
| | | Sum of Salem Lt 100 | 113 | |
| | | Sum of Number of Displays per store | 43 | |
| 162800 Sum of Salem FF King | | | 113 | |

13XX = 110, 59, 156, 74
17XX = 120, 120, 120, 120

| SFFK | SFF100 | SLTK | SLT100 |
|---|---|---|---|
| 343 | 292 | 392 | 307 |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 162800 Sum of Salem FF 100 | | | 113 | |
| 162800 Sum of Salem Lt King | | | 113 | |
| 162800 Sum of Salem Lt 100 | | | 113 | |
| 162800 Sum of Number of Displays per store | | | 43 | |
| 166680 | E&J DISTRIBUTORS INC | Sum of Salem FF King | 6 | 11xx ✓ |
| | | Sum of Salem FF 100 | 6 | |
| | | Sum of Salem Lt King | 6 | |
| | | Sum of Salem Lt 100 | 6 | |
| | | Sum of Number of Displays per store | 2 | |
| 166680 Sum of Salem FF King | | | 6 | |
| 166680 Sum of Salem FF 100 | | | 6 | |
| 166680 Sum of Salem Lt King | | | 6 | |
| 166680 Sum of Salem Lt 100 | | | 6 | |
| 166680 Sum of Number of Displays per store | | | 2 | |
| 180000 | ELMIRA DISTRIBUTING | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 9 | |
| 180000 Sum of Salem FF King | | | 30 | |
| 180000 Sum of Salem FF 100 | | | 30 | |
| 180000 Sum of Salem Lt King | | | 30 | |
| 180000 Sum of Salem Lt 100 | | | 30 | |
| 180000 Sum of Number of Displays per store | | | 9 | |
| 181760 | EMPIRE CANDY &TOB. | Sum of Salem FF King | 39 | 12xx ✓ |
| | | Sum of Salem FF 100 | 39 | |
| | | Sum of Salem Lt King | 39 | |
| | | Sum of Salem Lt 100 | 39 | |
| | | Sum of Number of Displays per store | 23 | |
| 181760 Sum of Salem FF King | | | 39 | |
| 181760 Sum of Salem FF 100 | | | 39 | |
| 181760 Sum of Salem Lt King | | | 39 | |
| 181760 Sum of Salem Lt 100 | | | 39 | |
| 181760 Sum of Number of Displays per store | | | 23 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 186350 | F&T DISTRIBUTING | Sum of Salem FF King | 30 | 16xx |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 11 | |
| 186350 Sum of Salem FF King | | | 30 | |
| 186350 Sum of Salem FF 100 | | | 30 | |
| 186350 Sum of Salem Lt King | | | 30 | |
| 186350 Sum of Salem Lt 100 | | | 30 | |
| 186350 Sum of Number of Displays per store | | | 11 | |
| 194040 | FINKLE DIST INC | Sum of Salem FF King | 180 | 16xx |
| | | Sum of Salem FF 100 | 180 | |
| | | Sum of Salem Lt King | 180 | |
| | | Sum of Salem Lt 100 | 180 | |
| | | Sum of Number of Displays per store | 80 | |
| 194040 Sum of Salem FF King | | | 180 | |
| 194040 Sum of Salem FF 100 | | | 180 | |
| 194040 Sum of Salem Lt King | | | 180 | |
| 194040 Sum of Salem Lt 100 | | | 180 | |
| 194040 Sum of Number of Displays per store | | | 80 | |
| 203290 | HARRY FOURTUNIS INC | Sum of Salem FF King | 83 | 16xx through act 509977 |
| | | Sum of Salem FF 100 | 83 | |
| | | Sum of Salem Lt King | 83 | |
| | | Sum of Salem Lt 100 | 83 | |
| | | Sum of Number of Displays per store | 43 | |
| 203290 Sum of Salem FF King | | | 83 | |
| 203290 Sum of Salem FF 100 | | | 83 | |
| 203290 Sum of Salem Lt King | | | 83 | |
| 203290 Sum of Salem Lt 100 | | | 83 | |
| 203290 Sum of Number of Displays per store | | | 43 | |
| 236370 | GRAYS WHOLESALE | Sum of Salem FF King | 30 | 16xx |

Added to 6' Inv VG OCT 509977

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 11 | |
| 236370 Sum of Salem FF King | | | 30 | |
| 236370 Sum of Salem FF 100 | | | 30 | |
| 236370 Sum of Salem Lt King | | | 30 | |
| 236370 Sum of Salem Lt 100 | | | 30 | |
| 236370 Sum of Number of Displays per store | | | 11 | |
| 276331 | FLEMING CO./ALTOONA | Sum of Salem FF King | 20 | 17xx ✓ |
| | | Sum of Salem FF 100 | 20 | |
| | | Sum of Salem Lt King | 20 | |
| | | Sum of Salem Lt 100 | 20 | |
| | | Sum of Number of Displays per store | 15 | |
| 276331 Sum of Salem FF King | | | 20 | |
| 276331 Sum of Salem FF 100 | | | 20 | |
| 276331 Sum of Salem Lt King | | | 20 | |
| 276331 Sum of Salem Lt 100 | | | 20 | |
| 276331 Sum of Number of Displays per store | | | 15 | |
| 278580 | HERKIMER WHOLE. CO. | Sum of Salem FF King | 270 | 16xx ✓ |
| | | Sum of Salem FF 100 | 270 | |
| | | Sum of Salem Lt King | 270 | |
| | | Sum of Salem Lt 100 | 270 | |
| | | Sum of Number of Displays per store | 122 | |
| 278580 Sum of Salem FF King | | | 270 | |
| 278580 Sum of Salem FF 100 | | | 270 | |
| 278580 Sum of Salem Lt King | | | 270 | |
| 278580 Sum of Salem Lt 100 | | | 270 | |
| 278580 Sum of Number of Displays per store | | | 122 | |
| 311040 | JEFFERSON WHOLESALE | Sum of Salem FF King | 2 | 17xx ✓ |
| | | Sum of Salem FF 100 | 2 | |
| | | Sum of Salem Lt King | 2 | |
| | | Sum of Salem Lt 100 | 2 | |
| | | Sum of Number of Displays per store | 1 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 311040 Sum of Salem FF King | | | 2 | |
| 311040 Sum of Salem FF 100 | | | 2 | |
| 311040 Sum of Salem Lt King | | | 2 | |
| 311040 Sum of Salem Lt 100 | | | 2 | |
| 311040 Sum of Number of Displays per store | | | 1 | |
| 315288 | DOWLINGS INC. | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 9 | |
| 315288 Sum of Salem FF King | | | 30 | |
| 315288 Sum of Salem FF 100 | | | 30 | |
| 315288 Sum of Salem Lt King | | | 30 | |
| 315288 Sum of Salem Lt 100 | | | 30 | |
| 315288 Sum of Number of Displays per store | | | 9 | |
| 317880 | R L JONES & SONS | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 13 | |
| 317880 Sum of Salem FF King | | | 30 | |
| 317880 Sum of Salem FF 100 | | | 30 | |
| 317880 Sum of Salem Lt King | | | 30 | |
| 317880 Sum of Salem Lt 100 | | | 30 | |
| 317880 Sum of Number of Displays per store | | | 13 | |
| 332520 | KEYSTONE TOBACCO CO | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 8 | |
| 332520 Sum of Salem FF King | | | 30 | |
| 332520 Sum of Salem FF 100 | | | 30 | |
| 332520 Sum of Salem Lt King | | | 30 | |
| 332520 Sum of Salem Lt 100 | | | 30 | |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 332520 Sum of Number of Displays per store | | | 8 | |
| 335710 | KINGSTON CANDY & TOB | Sum of Salem FF King | 60 | 16xx ✓ |
| | | Sum of Salem FF 100 | 60 | |
| | | Sum of Salem Lt King | 60 | |
| | | Sum of Salem Lt 100 | 60 | |
| | | Sum of Number of Displays per store | 25 | |
| 335710 Sum of Salem FF King | | | 60 | |
| 335710 Sum of Salem FF 100 | | | 60 | |
| 335710 Sum of Salem Lt King | | | 60 | |
| 335710 Sum of Salem Lt 100 | | | 60 | |
| 335710 Sum of Number of Displays per store | | | 25 | |
| 336660 | E.P. KIRST & SONS | Sum of Salem FF King | 90 | 16xx ✓ |
| | | Sum of Salem FF 100 | 90 | |
| | | Sum of Salem Lt King | 90 | |
| | | Sum of Salem Lt 100 | 90 | |
| | | Sum of Number of Displays per store | 43 | |
| 336660 Sum of Salem FF King | | | 90 | |
| 336660 Sum of Salem FF 100 | | | 90 | |
| 336660 Sum of Salem Lt King | | | 90 | |
| 336660 Sum of Salem Lt 100 | | | 90 | |
| 336660 Sum of Number of Displays per store | | | 43 | |
| 356150 | LAVIN CANDY COMPANY | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 14 | |
| 356150 Sum of Salem FF King | | | 30 | |
| 356150 Sum of Salem FF 100 | | | 30 | |
| 356150 Sum of Salem Lt King | | | 30 | |
| 356150 Sum of Salem Lt 100 | | | 30 | |
| 356150 Sum of Number of Displays per store | | | 14 | |
| 375878 | MC LANE NORTHEAST | Sum of Salem FF King | 16 | 16xx +14 |
| | | Sum of Salem FF 100 | 16 | |
| | | Sum of Salem Lt King | 16 | |

(AZ) = 30 ctns
11xx = 31, 20, 38, 22
13xx = 1271, 791, 1747, 873
17xx = 814

SFK SFF100 SLK SLT20
2146 1661 2629 1739



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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| | | Sum of Salem Lt 100 | 16 | |
| | | Sum of Number of Displays per store | 10 | |
| 375878 Sum of Salem FF King | | | 16 | |
| 375878 Sum of Salem FF 100 | | | 16 | |
| 375878 Sum of Salem Lt King | | | 16 | |
| 375878 Sum of Salem Lt 100 | | | 16 | |
| 375878 Sum of Number of Displays per store | | | 10 | |
| 425810 | MILLER DISTRIB. INC | Sum of Salem FF King | 2 | 17xx ✓ |
| | | Sum of Salem FF 100 | 2 | |
| | | Sum of Salem Lt King | 2 | |
| | | Sum of Salem Lt 100 | 2 | |
| | | Sum of Number of Displays per store | 1 | |
| 425810 Sum of Salem FF King | | | 2 | |
| 425810 Sum of Salem FF 100 | | | 2 | |
| 425810 Sum of Salem Lt King | | | 2 | |
| 425810 Sum of Salem Lt 100 | | | 2 | |
| 425810 Sum of Number of Displays per store | | | 1 | |
| 442680 | MOUNTAIN CANDY & CIG | Sum of Salem FF King | 127 | 16xx ✓ |
| | | Sum of Salem FF 100 | 127 | |
| | | Sum of Salem Lt King | 127 | |
| | | Sum of Salem Lt 100 | 127 | |
| | | Sum of Number of Displays per store | 49 | |
| 442680 Sum of Salem FF King | | | 127 | |
| 442680 Sum of Salem FF 100 | | | 127 | |
| 442680 Sum of Salem Lt King | | | 127 | |
| 442680 Sum of Salem Lt 100 | | | 127 | |
| 442680 Sum of Number of Displays per store | | | 49 | |
| 447000 | MUTUAL WHOLSALE SERV | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 10 | |
| 447000 Sum of Salem FF King | | | 30 | |
| 447000 Sum of Salem FF 100 | | | 30 | |

13xx = 12, 7, 18, 9

| SFK | SFF100 | SLtK | SLt100 |
|---|---|---|---|
| 139 | 134 | 145 | 136 |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 447000 Sum of Salem Lt King | | | 30 | |
| 447000 Sum of Salem Lt 100 | | | 30 | |
| 447000 Sum of Number of Displays per store | | | 10 | |
| 468800 | NO COUNTRY CANDY&TO | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 10 | |
| 468800 Sum of Salem FF King | | | 30 | |
| 468800 Sum of Salem FF 100 | | | 30 | |
| 468800 Sum of Salem Lt King | | | 30 | |
| 468800 Sum of Salem Lt 100 | | | 30 | |
| 468800 Sum of Number of Displays per store | | | 10 | |
| 495892 | J.POLEP DIST.SERVICE | Sum of Salem FF King | 21 | 11xx ✓ |
| | | Sum of Salem FF 100 | 21 | |
| | | Sum of Salem Lt King | 21 | |
| | | Sum of Salem Lt 100 | 21 | |
| | | Sum of Number of Displays per store | 12 | |
| 495892 Sum of Salem FF King | | | 21 | |
| 495892 Sum of Salem FF 100 | | | 21 | |
| 495892 Sum of Salem Lt King | | | 21 | |
| 495892 Sum of Salem Lt 100 | | | 21 | |
| 495892 Sum of Number of Displays per store | | | 12 | |
| 509977 | H.FOURTUNIS DBA A W | Sum of Salem FF King | 14 | 16xx includes ctns from act 203290 + 83 = 97 ✓ |
| | | Sum of Salem FF 100 | 14 | |
| | | Sum of Salem Lt King | 14 | 13xx = 11, 6, 16, 8 |
| | | Sum of Salem Lt 100 | 14 | |
| | | Sum of Number of Displays per store | 7 | |
| 509977 Sum of Salem FF King | | | 14 | |
| 509977 Sum of Salem FF 100 | | | 14 | |

SFK SFF100 SLK SLT100

108 103 113 105

51852 6769



Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 509977 Sum of Salem Lt King | | | 14 | |
| 509977 Sum of Salem Lt 100 | | | 14 | |
| 509977 Sum of Number of Displays per store | | | 7 | |
| 533288 | JONES MCINTOSH INC | Sum of Salem FF King | 150 | 16xx |
| | | Sum of Salem FF 100 | 150 | |
| | | Sum of Salem Lt King | 150 | |
| | | Sum of Salem Lt 100 | 150 | |
| | | Sum of Number of Displays per store | 58 | |
| 533288 Sum of Salem FF King | | | 150 | |
| 533288 Sum of Salem FF 100 | | | 150 | |
| 533288 Sum of Salem Lt King | | | 150 | |
| 533288 Sum of Salem Lt 100 | | | 150 | |
| 533288 Sum of Number of Displays per store | | | 58 | |
| 544290 | MILLER & HARTMAN,INC | Sum of Salem FF King | 9 | 17xx |
| | | Sum of Salem FF 100 | 9 | |
| | | Sum of Salem Lt King | 9 | |
| | | Sum of Salem Lt 100 | 9 | |
| | | Sum of Number of Displays per store | 3 | |
| 544290 Sum of Salem FF King | | | 9 | |
| 544290 Sum of Salem FF 100 | | | 9 | |
| 544290 Sum of Salem Lt King | | | 9 | |
| 544290 Sum of Salem Lt 100 | | | 9 | |
| 544290 Sum of Number of Displays per store | | | 3 | |
| 550558 | HAROLD LEVINSON | Sum of Salem FF King | 60 | 12xx |
| | | Sum of Salem FF 100 | 60 | |
| | | Sum of Salem Lt King | 60 | |
| | | Sum of Salem Lt 100 | 60 | |
| | | Sum of Number of Displays per store | 27 | |
| 550558 Sum of Salem FF King | | | 60 | |
| 550558 Sum of Salem FF 100 | | | 60 | |
| 550558 Sum of Salem Lt King | | | 60 | |
| 550558 Sum of Salem Lt 100 | | | 60 | |
| 550558 Sum of Number of Displays per store | | | 27 | |
| 611800 | STANDARD ROSENBAUM | Sum of Salem FF King | 90 | 16xx |

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Source: https://www.industrydocuments.ucsf.edu/docs/yhnn0000

SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| | | Sum of Salem FF 100 | 90 | |
| | | Sum of Salem Lt King | 90 | |
| | | Sum of Salem Lt 100 | 90 | |
| | | Sum of Number of Displays per store | 35 | |
| 611800 Sum of Salem FF King | | | 90 | |
| 611800 Sum of Salem FF 100 | | | 90 | |
| 611800 Sum of Salem Lt King | | | 90 | |
| 611800 Sum of Salem Lt 100 | | | 90 | |
| 611800 Sum of Number of Displays per store | | | 35 | |
| 619440 | JOSEPH H STOMEL SONS | Sum of Salem FF King | 4 | 13xx ✓ |
| | | Sum of Salem FF 100 | 4 | |
| | | Sum of Salem Lt King | 4 | |
| | | Sum of Salem Lt 100 | 4 | |
| | | Sum of Number of Displays per store | 3 | |
| 619440 Sum of Salem FF King | | | 4 | |
| 619440 Sum of Salem FF 100 | | | 4 | |
| 619440 Sum of Salem Lt King | | | 4 | |
| 619440 Sum of Salem Lt 100 | | | 4 | |
| 619440 Sum of Number of Displays per store | | | 3 | |
| 647510 | TRADING PORT INC. | Sum of Salem FF King | 30 | 16xx ✓ |
| | | Sum of Salem FF 100 | 30 | |
| | | Sum of Salem Lt King | 30 | |
| | | Sum of Salem Lt 100 | 30 | |
| | | Sum of Number of Displays per store | 10 | |
| 647510 Sum of Salem FF King | | | 30 | |
| 647510 Sum of Salem FF 100 | | | 30 | |
| 647510 Sum of Salem Lt King | | | 30 | |
| 647510 Sum of Salem Lt 100 | | | 30 | |
| 647510 Sum of Number of Displays per store | | | 10 | |
| 649920 | TRIPIFOODS INC. | Sum of Salem FF King | 42 | 16xx +14 |
| | | Sum of Salem FF 100 | 42 | |
| | | Sum of Salem Lt King | 42 | |
| | | Sum of Salem Lt 100 | 42 | |
| | | Sum of Number of Displays per store | 20 | |

(AZ) = 56

17xx = 75, 75, 75, 75

| SFFK | SFF100 | SLK | SLF100 |
|---|---|---|---|
| 131 | 131 | 131 | 131 |

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SALEM TEAR TAPE PROGRAM WAVE II WHOLESALE NEEDS AS OF 7/9/97

| VAP WHLSR | VAP WHLSR NAME | Data | Total | Region |
|---|---|---|---|---|
| 649920 Sum of Salem FF King | | | 42 | |
| 649920 Sum of Salem FF 100 | | | 42 | |
| 649920 Sum of Salem Lt King | | | 42 | |
| 649920 Sum of Salem Lt 100 | | | 42 | |
| 649920 Sum of Number of Displays per store | | | 20 | |
| 675356 | JOS H STOMEL & SON | Sum of Salem FF King | 2 | 11xx |
| | | Sum of Salem FF 100 | 2 | |
| | | Sum of Salem Lt King | 2 | |
| | | Sum of Salem Lt 100 | 2 | |
| | | Sum of Number of Displays per store | 1 | |
| 675356 Sum of Salem FF King | | | 2 | |
| 675356 Sum of Salem FF 100 | | | 2 | |
| 675356 Sum of Salem Lt King | | | 2 | |
| 675356 Sum of Salem Lt 100 | | | 2 | |
| 675356 Sum of Number of Displays per store | | | 1 | |
| Total Sum of Salem FF King | | | 2103 | |
| Total Sum of Salem FF 100 | | | 2103 | |
| Total Sum of Salem Lt King | | | 2103 | |
| Total Sum of Salem Lt 100 | | | 2103 | |
| Total Sum of Number of Displays per store | | | 913 | |
| | | | | |
| pivot table for direct acts | | | | |

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